

GENERAL SERVICES ADMINISTRATION

Federal Supply Schedule

Authorized Federal Supply Schedule Price List

On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order are available through GSA Advantage!TM, a menu-driven database system. The INTERNET address for GSA Advantage!TM is

<http://www.GSAAdvantage.gov>.

Professional Engineering Services

FSC Group 871

FSC Class R425

GS-23F-0146L

For more information on ordering from Federal Supply Schedules, click on the FSS Schedules button at <http://www.fss.gsa.gov>.

Effective date of contract: 26 March 2001

Expiration date of contract: 25 March 2016

Gray Research, Inc.

655 Discovery Drive, Suite 300

Huntsville, Alabama 35806

256-922-9952

Fax: 877-922-1074

President, Mr. Dennis Werth

- *A Wholly-Owned Subsidiary of MacAulay-Brown, Inc.*

CUSTOMER INFORMATION

1a.

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- 1b. Identification of the lowest priced model number and lowest unit price for that model for each special item number awarded in the contract: Not applicable**
- 2. Maximum order: \$1,000,000**
- 3. Minimum order: \$100.00**
- 4. Geographic coverage (delivery area): Domestic**
- 5. Point(s) of production: Madison County, Alabama**
- 6. Discount from list prices or statement of net price: As shown in pricing table**
- 7. Quantity discounts: None**
- 8. Prompt payment terms: Net 30**
- 9a. Notification that Government purchase cards are accepted or not accepted above the micro-purchase threshold: Gray Research agrees to accept the Government purchase card.**
- 9b. Notification whether Government purchase cards are accepted or not accepted above the micro-purchase threshold: Gray Research agrees to accept the Government purchase card above the micro-purchase threshold.**
- 10. Foreign items: Not applicable**
- 11a. Time of delivery: As specified in each task order**
- 11b. Expedited delivery: Not applicable**

- 11c. **Overnight and 2-day delivery: Not applicable**
- 11d. **Urgent requirements: Not applicable**
12. **F.O.B point: Destination domestic coverage**
13. **Ordering address(es):** **Gray Research, Inc.**
 655 Discovery Dr., Suite 300
 Huntsville, AL 35806

 POC: Lynn L. Warren
 Ph 256-319-8200
 Fx 256-922-1074
 Email lwarren@gray-research.com
14. **Payment address(es):** **MacAulay Brown, Inc.**
 4021 Executive Drive
 Dayton, OH 45430
15. **Warranty provision: None**
16. **Export packing charges, if applicable: Not applicable**
17. **Terms and conditions of Government purchase card acceptance (any thresholds above the micro-purchase level): Gray Research agrees to accept the Government purchase card for all orders.**
18. **Terms and conditions of rental, maintenance, and repair: Not applicable**
19. **Terms and conditions of installation: Not applicable**
20. **Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices: Not applicable**
21. **List of service and distribution points: Not applicable**
22. **List of participating dealers: Not applicable**
23. **Preventive maintenance: Not applicable**
24. **Environmental attributes: Not applicable**
25. **Data Universal Number System (DUNS) number: 15-634-1633**
26. **Notification regarding registration in Central Contractor Registration (CCR) database: Registration valid until 04/14/2015.**
27. **Professional engineering disciplines are electrical and mechanical and are offered in all SINS.**
28. **Company is awarded authority to provide disaster recovery purchasing for all SINS.**

Gray Research, Inc.
PRICING TABLE

SIN: 871-1 (RC), 871-3 (RC), 871-6 (RC)

* Escalation Factor: 3.2%

Labor Categories	Education and Yrs of Experience Required	3/26/11 thru	3/26/12 thru	3/26/13 thru	3/26/14 thru	3/26/15 thru
		3/25/12	3/25/13	3/25/14	3/25/15	3/25/16
Manager VI	BS, 19 yrs experience	\$229.75	\$237.11	\$244.69	\$252.52	\$260.60
Manager V	BS, 17 yrs experience	\$209.95	\$216.67	\$223.60	\$230.76	\$238.14
Manager IV	BS, 15 yrs experience	\$195.69	\$201.95	\$208.41	\$215.08	\$221.96
Manager III	BS, 13 yrs experience	\$174.56	\$180.15	\$185.91	\$191.86	\$198.00
Manager II	BS, 12 yrs experience	\$152.41	\$157.28	\$162.32	\$167.51	\$172.87
Manager I	BS, 10 yrs experience	\$141.84	\$146.38	\$151.06	\$155.89	\$160.88
Project Manager V	BS, 17 yrs experience	\$158.72	\$163.80	\$169.04	\$174.45	\$180.03
Project Manager IV	BS, 14 yrs experience	\$148.14	\$152.88	\$157.78	\$162.83	\$168.04
Project Manager III	BS, 12 yrs experience	\$134.94	\$139.26	\$143.72	\$148.32	\$153.06
Project Manager II	BS, 11 yrs experience	\$124.91	\$128.91	\$133.04	\$137.29	\$141.69
Project Manager I	BS, 9 yrs experience	\$120.61	\$124.47	\$128.45	\$132.56	\$136.80
Senior Engineer VI	BS, 20 yrs experience	\$203.97	\$210.49	\$217.23	\$224.18	\$231.35
Senior Engineer V	BS, 18 yrs experience	\$183.70	\$189.57	\$195.64	\$201.90	\$208.36
Senior Engineer IV	BS, 16 yrs experience	\$154.16	\$159.09	\$164.18	\$169.44	\$174.86
Senior Engineer III	BS, 14 yrs experience	\$137.65	\$142.05	\$146.60	\$151.29	\$156.13
Senior Engineer II	BS, 12 yrs experience	\$122.80	\$126.73	\$130.78	\$134.97	\$139.29
Senior Engineer I	BS, 10 yrs experience	\$95.28	\$98.33	\$101.48	\$104.73	\$108.08
Engineer III	BS, 10 yrs experience	\$89.84	\$92.71	\$95.68	\$98.74	\$101.90
Engineer II	BS, 8 yrs experience	\$82.74	\$85.38	\$88.12	\$90.93	\$93.84
Engineer I	BS, 5 yrs experience	\$77.28	\$79.75	\$82.30	\$84.93	\$87.65
Jr. Engineer III	BS, 3 yrs experience	\$71.84	\$74.14	\$76.51	\$78.96	\$81.48
Jr. Engineer II	BS, 2 yrs experience	\$58.92	\$60.80	\$62.75	\$64.76	\$66.83
Jr. Engineer I	BS, 0 yrs experience	\$43.60	\$45.00	\$46.44	\$47.92	\$49.46
Senior Sys/Mgt Analyst III	BS, 15 yrs experience	\$150.14	\$154.94	\$159.90	\$165.01	\$170.29
Senior Sys/Mgt Analyst II	BS, 13 yrs experience	\$140.66	\$145.16	\$149.81	\$154.60	\$159.55
Senior Sys/Mgt Analyst I	BS, 11 yrs experience	\$127.44	\$131.52	\$135.73	\$140.07	\$144.55
Sys/Mgt Analyst IV	BS, 10 yrs experience	\$113.28	\$116.91	\$120.65	\$124.51	\$128.49
Sys/Mgt Analyst III	BS, 8 yrs experience	\$97.97	\$101.10	\$104.34	\$107.68	\$111.12
Sys/Mgt Analyst II	BS, 6 yrs experience	\$83.05	\$85.70	\$88.44	\$91.28	\$94.20
Sys/Mgt Analyst I	BS, 4 yrs experience	\$70.65	\$72.91	\$75.24	\$77.65	\$80.14
Jr. Sys/Mgt Analyst III	BS, 3 yrs experience	\$64.91	\$66.99	\$69.13	\$71.35	\$73.63
Jr. Sys/Mgt Analyst II	BS, 2 yrs experience	\$60.27	\$62.20	\$64.19	\$66.24	\$68.36
Jr. Sys/Mgt Analyst I	BS, 0 yrs experience	\$40.93	\$42.24	\$43.59	\$44.99	\$46.42
Tech V	HS, 15 yrs experience	\$88.57	\$91.40	\$94.33	\$97.34	\$100.46
Tech IV	HS, 10 yrs experience	\$74.59	\$76.98	\$79.44	\$81.99	\$84.61
Tech III	HS, 8 yrs experience	\$67.00	\$69.14	\$71.35	\$73.64	\$75.99
Tech II	HS, 5 yrs experience	\$55.65	\$57.43	\$59.26	\$61.16	\$63.12
Tech I	HS, 0 yrs experience	\$47.96	\$49.49	\$51.08	\$52.71	\$54.40
Admin IV	HS, 15 yrs experience	\$55.24	\$57.01	\$58.84	\$60.72	\$62.66
Admin III	HS, 10 yrs experience	\$51.27	\$52.91	\$54.60	\$56.35	\$58.15
Admin II	HS, 5 yrs experience	\$47.32	\$48.83	\$50.39	\$52.01	\$53.67
Admin I	HS, 0 yrs experience	\$43.34	\$44.73	\$46.16	\$47.64	\$49.16

Labor Category Descriptions

1. Manager

Principal Duties:

- Responsible for the effective management of funds and personnel, and is accountable for the quality and timely delivery of all contractual items.
- Serves as focal point of contact with customer regarding program activities.
- Confers with project manager to provide technical advice and to assist with problem resolution.
- May perform other duties as assigned.

Job Experience/Qualifications:

- Manager I -
Bachelor's Degree or equivalent and 10 yrs of general experience.*
- Manager II -
Bachelor's Degree or equivalent and 12 yrs of general experience.*
- Manager III -
Bachelor's Degree or equivalent and 13 yrs of general experience.*
- Manager IV -
Bachelor's Degree or equivalent and 15 yrs of general experience.*
- Manager V -
Bachelor's Degree or equivalent and 17 yrs of general experience.*
- Manager VI -
Bachelor's Degree or equivalent and 19 yrs of general experience.*

* Masters Degree is equivalent to two (2) years experience; Four (4) yrs of general experience is considered equivalent to a Bachelor's Degree;

2. Project Manager

Principal Duties:

- Coordinates the resolution of production-related problems.
- Ensures proper relationships are established between customers, teaming partners, and vendors to facilitate the delivery of information technology services.
- Supervises staff operations.

Job Experience/Qualifications:

- Project Manager I -
Bachelor's Degree or equivalent and 9 yrs of general experience.*
- Project Manager II -
Bachelor's Degree or equivalent and 11 yrs of general experience.*
- Project Manager III -
Bachelor's Degree or equivalent and 12 yrs of general experience.*
- Project Manager IV -
Bachelor's Degree or equivalent and 14 yrs of general experience.*
- Project Manager V -
Bachelor's Degree or equivalent and 17 yrs of general experience.*

* Masters Degree is equivalent to two (2) years experience; Four (4) yrs of general experience is considered equivalent to a Bachelor's Degree;

3. Senior Engineer

Principal Duties:

- Plans and performs engineering research, design development, and other assignments.
- Responsible for major technical/engineering projects of higher complexity.
- Coordinates the activities of Engineers and Technicians assigned to specific engineering projects.
- May perform other duties as required.

Job Experience/Qualifications:

- Senior Engineer I -
Bachelor's Degree or equivalent and 10 yrs of general experience.*
- Senior Engineer II-
Bachelor's Degree or equivalent and 12 yrs of general experience.*
- Senior Engineer III-
Bachelor's Degree or equivalent and 14 yrs of general experience.*
- Senior Engineer IV-
Bachelor's Degree or equivalent and 16 yrs of general experience.*
- Senior Engineer V-
Bachelor's Degree or equivalent and 18 yrs of general experience.*
- Senior Engineer VI-
Bachelor's Degree or equivalent and 20 yrs of general experience.*

* Masters Degree is equivalent to two (2) years experience; Four (4) yrs of general experience is considered equivalent to a Bachelor's Degree;

4. Engineer

Principal Duties:

- Plans and performs engineering research, design development, and other assignments.
- Responsible for the technical/engineering part of a major project or a project of lesser complexity.
- Coordinates the activities of Technicians assigned to specific engineering projects.
- May perform other duties as assigned.

Job Experience/Qualifications:

- Engineer I -
Bachelor's Degree or equivalent and 5 yrs of general experience.*
- Engineer II -
Bachelor's Degree or equivalent and 8 yrs of general experience.*
- Engineer III -
Bachelor's Degree or equivalent and 10 yrs of general experience.*

*Four (4) yrs of general experience is considered equivalent to a Bachelor's Degree.

5. Junior Engineer

Principal Duties:

- Performs engineering planning, capacity planning, testing and validation, benchmarking.
- Supports Project Engineers.
- May perform other duties as assigned.

Job Experience/Qualifications:

- Junior Engineer I -
Bachelor's Degree or equivalent and 0 yrs of general experience.*
- Junior Engineer II -
Bachelor's Degree or equivalent and 2 yrs of general experience.*
- Junior Engineer III -
Bachelor's Degree or equivalent and 3 yrs of general experience.*

*Four (4) yrs of general experience is considered equivalent to a Bachelor's Degree.

6. Senior Systems/Management Analyst

Principal Duties:

- Performs complex evaluations of existing procedures, processes, techniques, models, and/or systems related to management problems or contractual issues.
- Principal duties may include, but is not limited to, work breakdown structures, prepare charts, tables, graphs, and diagrams to assist in analyzing problems.
- Coordinates the activities of systems/management analysts and junior systems/management analysts on projects.
- Provides daily supervision and direction to administrative staff.

Job Experience/Qualifications:

- Senior Systems/Management Analyst I -
Bachelor's Degree or equivalent and 11 yrs of general experience.*
- Senior Systems/Management Analyst II -
Bachelor's Degree or equivalent and 13 yrs of general experience.*
- Senior Systems/Management Analyst III -
Bachelor's Degree or equivalent and 15 yrs of general experience.*

*Four (4) yrs of general experience is considered equivalent to a Bachelor's Degree.

7. Systems/Management Analyst

Principal Duties:

- Performs complex evaluations of existing procedures, processes, techniques, models, and/or systems related to management problems or contractual issues.
- Principal duties may include, but is not limited to, work breakdown structures, prepare charts, tables, graphs, and diagrams to assist in analyzing problems.
- Coordinates the activities of junior systems/management analysts on projects.
- Provides daily supervision and direction to administrative staff.

Job Experience/Qualifications:

- Systems/Management Analyst I -
Bachelor's Degree or equivalent and 4 yrs of general experience.*
- Systems/Management Analyst II -
Bachelor's Degree or equivalent and 6 yrs of general experience.*
- Systems/Management Analyst III -
Bachelor's Degree or equivalent and 8 yrs of general experience.*
- Systems/Management Analyst IV -
Bachelor's Degree or equivalent and 10 yrs of general experience.*

*Four (4) yrs of general experience is considered equivalent to a Bachelor's Degree.

8. Junior Systems/Management Analyst

Principal Duties:

- Performs complex evaluations of existing procedures, processes, techniques, models, and/or systems related to management problems or contractual issues.
- Principal duties may include, but is not limited to, work breakdown structures, prepare charts, tables, graphs, and diagrams to assist in analyzing problems.
- Provides support to systems/management analysts and senior systems/management analysts.

Job Experience/Qualifications:

- Junior Systems/Management Analyst I -
Bachelor's Degree or equivalent and 0 yrs of general experience.*
- Junior Systems/Management Analyst II -
Bachelor's Degree or equivalent and 2 yrs of general experience.*
- Junior Systems/Management Analyst III -
Bachelor's Degree or equivalent and 3 yrs of general experience.*

*Four (4) yrs of general experience is considered equivalent to a Bachelor's Degree.

9. Technician

Principal Duties:

- Supports the planning and performance of engineering and customer specifications.
- Supports the technical/engineering activities related to the development and integration, of testing of a project.
- Works under the supervision of a Project Engineers or Project Manager
- May perform other duties as assigned.

Job Experience/Qualifications:

- Technician I -
High School Diploma or G.E.D. or other equivalent degree program.*
- Technician II -
High School Diploma and 5 yrs of general experience.*
- Technician III -
High School Diploma and 8 yrs of general experience.*
- Technician IV -
High School Diploma and 10 yrs of general experience.*

- Technician V -
High School Diploma and 15 yrs of general experience.*

*Two (2) years specific experience in task area is considered equivalent to 5 years general experience.

8. Administrative Support

Principal Duties:

- Specializes in coordinating and planning office administration and support.
- Provides documentation planning and support, project administration, general office support, executive secretarial support, technical briefing development, event planning, etc., required in an office environment.
- May perform other duties as required.

Job Experience/Qualifications:

- Administrative Support I -
High School Diploma or G.E.D. or equivalent degree program.
- Administrative Support II -
High School Diploma 5 yr of general experience.
- Administrative Support III -
High School Diploma 10 yr of general experience.
- Administrative Support IV -
High School Diploma 15 yr of general experience.

Products and Services

1.0 Corporate Experience

Gray Research, Incorporated is a Woman Owned Small Business founded in October 1998 to provide High Technology Research and Development and Professional Engineering Services. Gray Research was founded with the objective to build a different type of company. A company with a work environment where employees are treated with respect and as valued partners. A company with focus on technical excellence of the products we provide and surpassing customer satisfaction in every aspect of our operation. Beginning with just two employees in Huntsville, Alabama, Gray Research has grown to a current employment of over 150 employees and 15 consultants. A majority of the full time employees have over fifteen years of experience in providing professional engineering services to DoD and NASA Programs. Over 70% of our employees hold a Bachelor's degree in Engineering, Science or a related discipline. Over one-third of our employees have a Bachelor's degree in Electrical Engineering. Another one-third have degrees that vary from Mechanical, Aerospace, and Industrial Engineering to Physics and Mathematics.

Since its inception, Gray Research has provided professional engineering services to the Department of Defense and National Aeronautics Space Administration (NASA). Our main customer is the Program Executive Office National Missile Defense (NMD) with Offices supported to include: Ground Based Interceptor Program Management Office (GBI PMO), the National Missile Defense (NMD) System Test Program Office, and the X-Band Radar (XBR) Program Office. The support provided to these program offices has required an extensive knowledge base in the Electrical and Mechanical Primary Engineering Disciplines (PEDs).

In support of the GBIPMO, Gray Research has, for the last eight years, provided technical support in the areas of Test and Evaluation, Models and Simulations, Interceptor Integration, and Program Management. These efforts require extensive knowledge of BMDO goals and objectives, DoD acquisition policy, NMD deployment goals, test range policies and procedures, ground and flight test data collection requirements and capabilities, verification/validation processes, simulation based acquisition guidelines, Earned Value Management (EVM), Life Cycle Cost (LCC) and Cost As Independent Variable (CAIV) analysis techniques, critical path network development, and missile design and performance capabilities.

In support of the NMD System Test Program Office, Gray Research has provided technical support for flight test planning and mission execution for the NMD Fight Test Program. Our efforts included identifying range requirements, flight test requirements, test facilities analysis, data management liaison, Go/No-Go analysis, sensor requirements, system configuration and interface evaluation, and Kwajalein Missile Range (KMR) readiness assessment. In support of the XBR Program Office, Gray Research has provided site development and facilities support for the Ground Based Radar development at USAKA and X-Band Radar development for the NMD system. These efforts include providing technical support and analysis to the X-Band Radars (XBR) Project Office pertaining to the requirements definition, design, deployment, and integration of the Ground Based Radar (GBR) into the NMD System Architecture.

1.1 Primary Engineering Disciplines

Primary engineering disciplines are Electrical, Mechanical, Aerospace, Industrial, and Systems Engineering. Additional primary disciplines are Physics and Mathematics.

2.0 Specific Experience

2.1 SIN 871-1 Strategic Planning for Technology Programs/Activities

Special Item Number: 871-1, 871-1(RC)

Client and Point of Contact:

National Missile Defense Joint Program Office

Army Ground Based Interceptor

Program Management Office, JNG

POC Mr. Bill Roberson, Deputy Project Manager, NMD GBI PMO

As part of the support to the National Missile Defense Ground Based Interceptor Program Management Office, Gray Research, Inc. provided strategic planning and technology assessments of candidate technologies intended to support the Ground Based Interceptor development. We provide services in both the Electrical and Mechanical Engineering disciplines. Gray Research provides detailed engineering and programmatic analyses in support of Ground Based Interceptor (GBI) development, test, and deployment activities.

We evaluate prime contractor cost, schedule, and technical issues, provide recommendations on status and recovery plans for critical issues, coordinate the development and presentation of Earned Value Management information, and support development and implementation of contract actions related to the GBI program. Gray Research assesses the integration of GBI development and test activities with NMD Lead System Integrator (LSI) activities, identifying areas where program risk is increased, and recommending specific solutions to decrease risk. We analyze the component producibility, assess the GBI production schedule, and analyze the production readiness of the GBI. We oversee the integration and testing of the various components of the GBI in the assembly areas. We perform assessments of technical requirements for various Theater Missile Defense (TMD) and National Missile Defense (NMD) System trade studies. Develop and analyze program timeline projections and system critical issues. Gray Research supported various governmental organizations in the development of strategic interceptor concepts, acquisition strategies and plans, and organizational concepts relating to ballistic missile defense (BMD). Specific contributions included assessments of technical requirements for various Theater Missile Defense (TMD) and National Missile Defense (NMD) System trade studies, development and analysis of program timeline projections, and development of system critical issues. Provided analyses and alternatives to other technical and planning activities associated with BMD and NMD by use of current national policies, statutory and regulatory requirements, and relevant organizational goals and objectives.

After identifying the critical technology areas for GBI, Gray Research supported the assessment of candidate technology efforts currently being conducted at the National laboratories. Examples of technologies assessed were sensor technologies (e.g., LADAR), propulsion technologies (e.g., solid propellant divert), and materials technologies (e.g., composite structures w/ integral nuclear effects shielding). The assessments were conducted based on: (1) the utility to the GBI program, (2) the availability for supporting the GBI program, and (3) the viability of the technology. Addressing utility, the performance goals of the various technologies were compared to the capabilities needed by the GBI program. The support requirements of the technology were also assessed for impacts on the vehicle design. Addressing availability, the maturity of the technology and its associated development schedule was compared with the GBI program plan to assess the potential for supporting critical program milestones. Finally, the viability of the technology was assessed from a purely technical viewpoint.

2.2 SIN 871-3 System Design, Engineering, and Integration

Special Item Number: 871-3, 871-3(RC)

Client and Point of Contact:

National Missile Defense Joint Program Office
Army Ground Based Interceptor
Program Management Office, JNG-T-M
POC Mr. Steve Fox

The Ground Based Interceptor Program has evolved from the concept definition stage in 1991 to a development program currently and will move into deployment in the near future. Gray Research personnel have been providing professional engineering services to the GBI Program Management Office since 1991 and have been actively involved in the planning and flow down of requirements to a Critical Design Review for the GBI. One of Gray Research's primary efforts has been providing oversight of and technical assistance with the LSI GBI modeling and simulation planning, development, and V&V activities for the GBIPMO.

Simulation planning requires extensive knowledge of the requirements, design, and verification strategies. When working with DoD acquisition programs such as NMD, M&S planning also requires an understanding of DoD M&S guidelines and policies. Gray Research has drawn on its personnel's knowledge of GBI and NMD requirements, design, and verification plans, and DoD M&S policies to work with the LSI to establish effective plans for M&S development and V&V that support the verification of the GBI system design. The LSI has defined verification strategies for each GBI system level and subsystem requirement. Most verification strategies consist of multiple verification objectives/events, which are categorized as an Analysis, Test, Demonstration, or Inspection. The verification objectives/events descriptions specify the capability that must exist to support the verification activity. Requirements for M&S are derived from the Analysis and Test categories. A similar verification strategy development process was followed at the NMD system level and requirements for M&S were flowed down to the GBI to support NMD verification. The LSI GBI provides data from GBI M&S to support development and V&V of system level models and provides real-time simulations to support verification by test in system HWIL laboratories. Gray Research is responsible for oversight for the GBIPMO of the M&S development plans to support the verification strategies. This includes monitoring of the verification strategy development, ensuring that sufficient M&S are planned to support the verification activities, and overseeing the development and V&V of each of the planned M&S.

Gray personnel support the GBI Exo Kill Vehicle (EKV) Product Office in the areas of system engineering, integration, assembly, test, and program planning. Duties include the assessment of prime contractor and subcontractor performance in the design, development and test of the EKV. We support the planning and execution of ground and flight tests. Specific duties include review and assessment of test data and planning and compiling an integrated independent post-flight test data analysis plan. Additional duties include supporting program status assessments, and procurement action support including cost and schedule status evaluation.

2.3 SIN 871-6 Acquisition and Life Cycle Management

Special Item Number: 871-6, 871-6(RC)

Client and Point of Contact:

National Missile Defense Joint Program Office

Army Ground Based Interceptor

Program Management Office, JNG

POC: Mr. Bill Roberson, Deputy Project Manager, NMD GBI PMO

For the GBI Project Management Office, we have performed all the classical cost (data collection and research, Cost Estimating Relationship development, methodology calibration, etc.) and schedule activities (establish independent logic program networks, evaluate contractor schedules estimates, etc) that produce accurate cost estimates and program schedules. We provide the necessary funding estimates for budgetary submittals, answer program what if questions, congressional and oversight agency inquiries, and any/all additional program requirements involving cost. Gray also responsible for the development of schedule networks that not only accurately predict program timelines for test and hardware production and major phase events, but also can be used to identify and head off potential bottle-necks and delays. Gray Research, Inc. personnel have developed Program Management Smart Book. The Smart Book is a handy, easily assessable, well-designed book that provides key program cost, schedule, contract, and budget data.

Gray Research has experience in program planning, budget planning, contract and administrative management, and program management. In the area of program planning, Gray Research developed and analysis of realistic program critical path networks, schedules, and schedule risk assessments for the POM GBI. Through the development of program schedules, we were able to accurately implement program changes, system excursions, and what if exercise s. In addition, we have developed Cost Estimating Relationships (CER s), conducting cost research, and realistic costing of the Program Office Estimate (POE), and CARD preparation. In the area of budget planning, Gray Research, Inc. personnel have experience in the development/analysis of operating budgets, development of critical program office estimates (POE s), analysis of Earned Value Management, and analysis of program spend trends. In the area of contract management, Gray Research, Inc. personnel have vast experience and strong knowledge associated with contract structure, contract modifications, and inputs into proposal preparations. In addition, we have provided valuable assistance in recommending and coordinating action to cut back, stretch out, terminate, or modify contracts/work orders based on program office requirements. Gray Research, Inc personnel have also proved themselves to be invaluable in assessing/evaluating the contractor performance in business and financial areas in regard to award fee determination.

3.0 Service Contract Act

Gray Research, Inc. acknowledges the requirements of the Service Contract Act (SCA) and confirms contract prices for the non-exempt labor categories meet the SCA minimums in the contract. The SCA matrix below identifies the labor categories that fall under the requirements of the SCA.

SCA Matrix		
GSA Labor Category	SCA Equivalent Code - Title	WD Number
Admin I	01311 - Secretary I	2005 -2007
Admin II	01312 - Secretary II	2005 -2007
Admin III	01313 - Secretary III	2005 -2007
Admin IV	01020 - Administrative Assistant	2005 -2007
Tech I	30081 - Engineering Technician I	2005 -2007
Tech II	30082 - Engineering Technician II	2005 -2007
Tech III	30083- Engineering Technician III	2005 -2007
Tech IV	30084 - Engineering Technician IV	2005 -2007
Tech V	30085 - Engineering Technician V	2005 -2007

The Service Contract Act (SCA) is applicable to this contract and it includes SCA applicable labor categories. The prices for the indicated SCA labor categories are based on the U.S. Department of Labor Wage Determination Number(s) identified in the matrix. The prices offered are based on the preponderance of where work is performed and should the contractor perform in an area with lower SCA rates, resulting in lower wages being paid, the task order prices will be discounted accordingly.